



Virginia Information Technologies Agency



## Supplier Diversity Initiative Update (SWAM)

Report to the  
Executive Evaluation & Governance Committee  
of the  
Information Technology Investment Board  
January 10, 2007

**expect the best**



## VITA – SWAM Spending FY04-07

(millions)

	<u>Total</u>	<u>MBE</u>		<u>WBE</u>		<u>SBE</u>		<u>SWAM</u> <u>Total</u>	<u>%</u> <u>Total</u>
FY 04 Total	\$98.50	\$2.50	2.5%	\$0.10	0.1%	\$1.60	1.6%	<b>\$4.20</b>	<b>4.2%</b>
FY 05 Total	\$97.40	\$6.50	6.6%	\$2.70	2.7%	\$2.50	2.6%	<b>\$11.70</b>	<b>12.0%</b>
FY 06 (Prime) Total	\$157.40	\$11.80	7.5%	\$0.70	0.5%	\$5.90	3.8%	<b>\$18.50</b>	<b>11.8%</b>
FY 06 (Subcontract) Total		\$0.90	0.6%	\$1.00	0.6%	\$3.90	2.5%	<b>\$5.70</b>	<b>3.6%</b>
<b>FY 06 GRAND TOTAL</b>	<b>\$157.40</b>	<b>\$12.70</b>	<b>8.1%</b>	<b>\$1.70</b>	<b>1.1%</b>	<b>\$9.80</b>	<b>6.2%</b>	<b>\$24.30</b>	<b>15.4%</b>

YTD (Nov 30 '06)

FY 07 (Prime) Total	\$113.30	\$2.07	1.8%	\$0.19	0.2%	\$0.94	0.8%	\$3.20	2.8%
FY 07 (Subcontract) Total		\$7.50	6.6%	\$1.6	1.4%	\$8.90	7.9%	\$18.00	15.9%
	<b>\$113.30</b>	<b>\$9.57</b>	<b>8.4%</b>	<b>\$1.79</b>	<b>1.6%</b>	<b>\$9.84</b>	<b>8.7%</b>	<b>\$21.20</b>	<b>18.7%</b>
<b>Goal FY 07</b>	<b>\$150.0</b>	<b>\$15.00</b>	<b>10.0%</b>	<b>\$3.00</b>	<b>2.0%</b>	<b>\$12.00</b>	<b>8.0%</b>	<b>\$30.00</b>	<b>20.0%</b>



## FY 06-07 YTD Northrop-Grumman Partnership SWAM Spend

(July 1, 2006 – November 30, 2006)

CoV paid <u>to NG</u>	NG - SWAM Subcontract Contract Spending			SWAM
	<u>Minority</u>	<u>Women</u>	<u>Small</u>	<u>Total</u>
\$40.1	\$2.4	\$0.0	\$1.7	<b>\$4.1</b>
	5.9%	0.0%	4.2%	<b>10.1%</b>
<b>2007 Plan/VITA Goal</b>	<b>\$15.0</b>	<b>\$3.0</b>	<b>\$12.0</b>	<b>\$30.0</b>
	<b>10%</b>	<b>2%</b>	<b>8%</b>	<b>20%</b>



## Staff Augmentation Contract

- Supplier Managed Staff Augmentation (SMSA) was implemented in January, 2006 to provide an enterprise wide solution for managed IT services
  - Computer Aid, Inc. (CAI)
  - The business case -- cost savings, productivity improvements and better process management
- SMSA is increasing opportunities for SWAM-certified suppliers:
  - 14 of the top 20 SMSA suppliers are DMBE-certified SWAM vendors
  - 54 SWAM suppliers are now providing staff augmentation services to the Commonwealth under SMSA. Before SMSA, 18 SWAM-certified suppliers were under contract
  - During the first 11 months of SMSA (February – December, 2006), the Commonwealth spent \$2.9 million with certified SWAM suppliers through SMSA, or 64% of total staff supplied to state agencies
  - Computer Aid, Inc. is continuously providing outreach and mentoring to certified SWAM IT service providers